

- Which Culture is the toughest to negotiate with, have you or any of your colleagues negotiated with this Culture before, and how did you or they conduct the Negotiations?
- State the country you come from and briefly describe the main characteristics of negotiators from your country. In your view, and from your experience and discussions with your compatriots, which one nation is the toughest to negotiate with (from your nation's perspective of course). And why? Share one interesting article with the online course group which has been published in your country recently (or which has come to your attention), and which, in your view, describes your specific cultural setting and the manner in which people from your country negotiate. While you share this article as an attachment on the discussion board, please also take a few minutes to give us a brief overview of WHY you have decided to share this particular article with the group and WHAT in your view constitutes key negotiating characteristics from your 'culture'.
- In Module 2 it was stated that cultural approaches to negotiation may differ in relation to a number of factors, which may include the following:
 - (a) Time orientations
 - (b) Space orientations
 - (c) Nonverbal communication
 - (d) Power distance
 - (e) Uncertainty avoidance
 - (f) Masculinity-Femininity

Can you briefly describe your countrymen's relation to each of the above factors when it comes to international negotiations? Do not forget to state which country you come from when you post your comments on the discussion board.

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